



CANNON BUILDING  
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**STATE OF DELAWARE**  
**REAL ESTATE COMMISSION**

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, March 7 2019 at 9:30 a.m.**

**PLACE: Division of Professional Regulation**  
861 Silver Lake Boulevard, Cannon Building  
**Second Floor Conference Room A**  
Dover, Delaware

**MINUTES FOR APPROVAL:**

**MEMBERS PRESENT**

Sal Sedita, Sussex County, Professional Member  
Michael Rushe, Kent County, Public Member, Chairperson  
Barbara Broadway, New Castle County, Public Member, Vice-Chairperson  
Juli Giles, New Castle County, Professional Member  
Judy Dean, Sussex County, Professional Member  
Debbie Oberdorf, Kent County, Professional Member  
Denise Tatman, Sussex County, Public Member

**MEMBERS ABSENT**

Christine Steele, Sussex County, Professional Member  
Maggie Scarborough, Kent County, Professional Member

**DIVISION STAFF**

Eileen Kelly, Deputy Attorney General  
Alison Warren, Administrative Specialist III

**OTHERS PRESENT**

No one else was present for the meeting

**CALL TO ORDER**

Mr. Sedita called the meeting to order at 9:36 a.m.

**REVIEW OF MINUTES**

The Committee reviewed the minutes from the February 7, 2019 meeting. Mr. Rushe moved, seconded by Ms. Giles, to approve the February minutes as written. By unanimous vote, the motion carried.

**UNFINISHED BUSINESS**

There was no unfinished business

**NEW BUSINESS**

### **Update from Commission**

Annual Seminar – the Committee discussed planning of the DPR Annual Seminar. In past years the seminar has been held on the September Commission monthly meeting date. This year the DAR Annual Conference is being held on September 25, 2019. The Committee felt the DPR meeting date was too close to the DAR Conference, especially since both meetings are being held in Dover. The months of Nov, Jan or Feb. were suggested. Ms. Broadway will put an outline together for the agenda and present it to the Education Committee and the Commission. The seminar will give attendees CE credit for module 5. The main topic will be to address complaints, including the overall process and what organization has jurisdiction depending on the type of complaint.

### **Review of Course Provider Application(s)**

Ms. Broadway moved, seconded by Mr. Rushe, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

#### International Right of Way Association

The Valuation of Partial Acquisitions, C421      **Approved**

Module(s): 6 and 7

Credit Hours: 6

Easement Valuation, C403

**Approved**

Module(s): 6 and 7

Credit Hours: 6

#### Ward & Taylor, LLC

Profits, Properties and Policies

**Approved**

Module(s): 6

Credit Hours: 3

#### New Castle county Board of REALTORS

Broker's Licensing Course

**Approved**

Module(s): Broker's Course

Credit Hours: 99

New Disclosure Forms: What You Need to Know

**Approved**

Module(s): 3

Credit Hours: 3

How Has Technology Impacted the Real Estate Business

**Approved**

Module(s): 4

Credit Hours: 3

New Disclosure Forms: What You Need to Know

**Approved – for mod 3 only**

Module(s): 5

Credit Hours: 3

#### The CE Shop, Inc.

Current Issues and Trends in Real Estate

**Approved**

Module(s): 7

Credit Hours: 3

Anatomy of Commercial Building

**Approved**

Module(s): 6

Credit Hours: 3

Residential Property Management Essentials **Approved**

Module(s): 6 or 7

Credit Hours: 3

The Fundamentals of Commercial Real Estate **Approved**

Module(s): 6

Credit Hours: 3

Association of Realtors School

Fundamentals of Commercial Real Estate **Approved**

Module(s): 6 and 7

Credit Hours: 6

McKissock, LLC

A Day in the Life of a Buyer Agent **Approved**

Module(s): 7

Credit Hours: 3

Wooding Real Estate School

Agency & Fair Housing "Today, Tomorrow & Yesterday" **Approved**

Module(s): 1

Credit Hours: 3

Wooding Real Estate School

Professional Standards in Real Estate **Approved**

Module(s): New Licensee Module 1

Credit Hours: 3

Military Mortgage Boot Camp

Present A VA Offer Sellers Will Accept **Approved**

Module(s): 7

Credit Hours: 3

Residential Real Estate Council an affil of NAR

How Technology Can Ruin Your Real Estate Business **Approved**

Module(s): 6 and 7

Credit Hours: 6

Top of Mind Techniques to Boost Your Brand **Approved**

Module(s): 6 and 7

Credit Hours: 6

Power Up On Smart Home Techniques **Approved**

Module(s): 6 and 7

Credit Hours: 6

Transforming Difficult Situations Into Profitable Deals **Approved**

Module(s): 6 and 7

Credit Hours: 6

Tax Strategies for the Real Estate Professional **Approved**

Module(s): 6 and 7

Credit Hours: 6

Succeeding in the Luxury Home Market      **Approved**  
Module(s): 6 and 7  
Credit Hours: 6

Delaware Chapter of National Assoc of Housing & Redevelopment Officials  
Understanding the Fair Housing Act      **Approved**  
Module(s): 7  
Credit Hours: 3

Ward & Taylor, LLC

Ms. Broadway abstained from review of the courses submitted by Ward & Taylor.

What New in 2019?      **Approved**  
Module(s): 7  
Credit Hours: 3

Bigger, Better, Faster, More! Changes to Real Estate Documents      **Approved**  
Module(s): 3  
Credit Hours: 3

Sussex County Association of REALTORS  
Real Estate Issues and the Justice of the Peace Court      **Approved**  
Module(s): 6 or 7  
Credit Hours: 3

### **Review of Instructor Applications**

Mr. Sedita moved, seconded by Ms. Steele, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried. Ms. Broadway abstained from the review of Elisa Morris.

K. William Scott – New Application      **Approved**

Richard Christopher – New Application      **Approved (mod 7 only)**

Elisa Morris – New Application      **Approved (mod 7 only)**

Eric Braunstein – Request to add Broker's Course      **Approved**

Collena Hope – Request to add Module 7      **Approved**

Henry Wooding - Request to add Broker's Courses      **Approved**

### **Ratification of Instructor Application**

Mr. Sedita moved, seconded by Ms. Steele, to ratify the following instructor application(s) as noted below. By unanimous vote, the motion carried

William Patterson – request to add mod 2, 3 & 7 - Foreclosures and Real Estate Hot Buttons

**CORRESPONDENCE**

There was no correspondence

**OTHER BUSINESS BEFORE THE COMMITTEE** (for discussion only)

There was no other business before the Committee

**PUBLIC COMMENT**

There was no public comment

**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, April 4, 2019 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**ADJOURNMENT**

There being no further business, Mr. Sedita adjourned the meeting at 11:13 a.m.

Respectfully submitted,

*Alison Warren*

Alison Warren

Administrative Specialist III

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.*